



000 "VOSHOD"

Юридический Адрес: 629805, Ямало-Ненецкий Автономный Округ, Г.

Ноябрьск, Ул. Магистральная, Д. 75а, Этаж 1

Эл. адрес: voskhod1959@gmail.com Телефон +7 9680221736

Скайп:

Issued Date: 4 JANUARY 2025

Expiring Date: 13 JUNE 2025

To: Capable End Buyers / Buyer Mandates.

SOFT CORPORATE OFFER

We, **LLC "VOSHOD"**, under penalty of perjury hereby issue this official Soft Corporate Offer with full power and authority with given terms and conditions and confirm our readiness to execute a Full Corporate Offer and then straight to Sales and Purchase Agreement with

End buyer with the ability to supply the following commodity according to the terms and conditions stipulated in this soft corporate offer.

MAZUT M100 GOST-10585-99 RUSSIAN ORIGIN:

Monthly Quantity: 50.000MT - 500.000MT.

Price Per MT: FOB \$350 Gross/\$340 Net. CIF \$360 Gross / \$350 Net.

Commission: \$5/\$5.

RUSSIA D2GAS OIL GOST 305-82:

Monthly Quantity 50.000MT - 500.000MT.

Price Per MT: FOB \$360 Gross/\$350 Net. CIF \$370 Gross / \$360 Net.

Commission: \$5/\$5.

LIQUEFIED PETROLEUM GAZ. 50% PROPANE & 50% BUTANE:

Monthly Quantity: 50.000MT - 500.000MT.

Price Per MT: FOB \$340 Gross/\$330 Net. CIF \$350 Gross / \$340 Net.

Commission: \$5/\$5.

LIQUEFIED NATURAL GAZ. GOST 5542-87:

Monthly Quantity: 50.000MT - 500.000MT

Price Per MT: FOB \$350 Gross/\$340 Net. CIF \$360 Gross / \$350 Net.

Commission: \$5/\$5.

AVIATIONKEROSENE COLONIAL GRADE 54 JET FUEL RUSSIAN ORIGIN:

TIN: 1841095517 | KPP: 184101001



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Monthly Quantity: 500,000BBLs-10,000,000BBLs,
Price Per Barrel: FOB \$74 Gross/\$70 Net. CIF \$78 Gross/ \$74 Net
Commission: \$2/\$2.

DIESEL FUEL EN590:

Monthly Quantity 50.000MT – 500.000MT.
Price Per MT: FOB \$360Gross / \$350 Net. CIF \$370 Gross / \$360 Net.
Commission: \$5/\$5 Per MT.

ESPO RUSSIAN ORIGIN:

Monthly Quantity: 500.000BBLs – 10,000,000 BBL
Price Per BBL: FOB \$80 Gross/\$76 Net. CIF \$84 Gross/ \$80 Net.
Commission: \$2/\$2.

LIGHT CRUDE OIL RUSSIAN ORIGIN:

Monthly Quantity 50.000MT – 500.000MT.
Price Per MT: : FOB \$360 Gross / \$350 Net. CIF \$370 Gross / \$360 Net.
Commission: \$5/\$5.

AUTOMOTIVE GAS OIL (AGO):

Monthly Quantity: 50.000MT-500.000MT
Price Per MT: FOB \$350 Gross/\$340 Net. CIF \$360 Gross / \$350 Net.
Commission: \$5 / \$5.

PET COKE RUSSIAN ORIGIN:

Monthly Quantity: 50.000 MT – 300.000MT
Price per MT: CIF \$195 Gross /\$180 Net.
Commission: \$2.5/\$2

JET FUEL A1 91/91:

Monthly Quantity: 500,000BBLs-10,000,000BBLs,
Price Per Barrel: FOB \$74 Gross/\$70 Net. CIF \$78 Gross/ \$74 Net
Commission: \$2/\$2.



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RUSSIAN BITUMEN OF ALL SPECIFICATION:

Monthly Quantity: 50.000MT - 300.000MT

Price Per MT: FOB \$300 Gross/ \$290 Net. CIF \$310 Gross / \$3000 Net.

Commission: \$5/\$5.

RUSSIAN EXPORT BLEND CRUDE OIL GOST 9965-76:

Monthly Quantity: 500.000BBL- 8.000.000BBL

Price Per BBL: FOB \$70 Gross/\$76 Net. CIF \$74 Gross/ \$70Net

Commission: \$2/\$2.

UREA GRANULAR AND PRILLED RUSSIAN ORIGIN:

Monthly Quantity: 50.000 MT - 200.000MT

Price Per MT: CIF \$310 Gross /\$300 Net.

Commission: \$5/\$5.

LOADING PORTS (RUSSIAN PORTS): NOVOROSSIYSK, KUZMINO, VLADIVOSTOK, PRIMORSK, UST-LUGA, NAKHODKA, ROTTERDAM PORT (NETHERLAND).

DELIVERY TERM: CIF AND FOB

PAYMENT TERMS: DLC, SBLC, IRDLC, T/T

DESTINATION PORTS: ANY WORLD SAFE PORT (AWSP)

CONTRACTUAL PERIOD: SPOT / 12 MONTHS CONTRACT+ ROLLS/EXTENTION

FOB PROCEDURE (TANK TO TANK)

1. Buyer issues ICPO containing the seller's procedure with banking details and scanned copy of buyer's passport

along with (TSA) Tank Storage Agreement (TSA) from buyer's Logistic

2. Seller issues Commercial Invoice (CI) for the available products in Tank at the Port, for Buyer's review and

endorsement and return for legalization on seller's expenses.

3. Seller logistics team verify the buyer's tank farm agreement and buyer pay 2 days first on



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Скайп:

buyer's tank farm and after confirmation of the funds by buyer's tank farm, seller pays the remaining 4 days to the buyer's Tank Farm Company to obtain 6 Days TSR, to show both parties proof of readiness. Seller provides below documents to the

Buyer:

- a) **Product Quality Passport (Dip Test Result)**
- b) **Statement of Product Availability**
- c) **Certificate of Origin of Product**
- d) **Injection Report**
- e) **Dip Test Authorization letter (Unconditional) – DTA**
- f) **Authorization to Sell & Collect – ATS**
- g) **Fresh SGS (Q&Q) Report (Not Older Than 48 hrs.)**
- h) **Authorization to Verify the product in seller Tank – ATV**
- i) **Export license**
- j) **TSR (Tank Storage Receipt) with all coordinates.**

4) (Optional) Buyer conducts Dip-Test in seller's tank; via SGS, Intertek, Saybolt, Bureau Veritas or acceptable inspector on buyer's cost and after successful verification of POP & SGS Q&Q buyer bank make payment based on Q&Q by MT103 wire transfer / TT according to the final Commercial Invoice.

5) Seller transfers the title of ownership and all necessary export documents as per Buyer's instruction within 24 hours upon receipt of wire transfer receipt and swift confirmation number for the product payment.

6) Buyer injects product into buyer vessel or tank

7) Seller pays all intermediaries involved in the transaction and subsequently monthly contract shipment continues as per terms and conditions of the sales and purchase agreement contract between buyer and seller.

CIF TRANSACTION PROCEDURE

1. **Buyer issues Purchase Order upon receipt in acceptance of seller's Soft Offer.**
2. **Seller issues Draft Sales and Purchase Agreement Contract for buyer's review and signing.**
3. **Seller send's partial POP to Buyer via email:**



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Скайп:

(a) Statement of Availability of Product

(b) Commitment to Supply

(c) Product Passport

(d) Certificate of Origin

4. Seller appoints and signs charter Party Agreement with the buyer and the shipping Company. Buyer and

Seller pay to the shipping company for transporting of the product to buyer's final discharge port.

5. Seller swift the full POP and 2% Performance Bond to buyer's bank. Buyer's Bank swift in return, the

Irrevocable Non Transferable Documentary Letter of Credit to the Seller's Bank

6. Shipment commences as scheduled in the contract and upon arrival of the cargo at the discharge port and

after SGS/Q&Q or Equivalent inspection immediately Buyer's Bank releases the Total value of the shipping

to Seller's Bank within 48hours (two banking days) By MT103.

7. Buyer / Seller pays all intermediaries involved in transaction as per IMFPA within 48 hours.

FOB (DIP/PAY) TRANSACTION PROCEDURE: TANK TO TANK

1. Buyer issues ICPO, and company registration certificate and data page of buyer's Passport or any I.D.

2. Seller issue Commercial Invoice (CI) & Warning Letter, buyer's signs and returns to seller with his TSA. Seller will complete verification on the TANK FARM of the buyer before making their three (3) days tank lease payment.

3. Buyer leases and pays his tank for 2 days for the Injection Process. Seller pays to Buyers Tank Farm Company for his three (3) days' tank storage costs, (totaling a five (5) day TSR) After Buyer Company has received the payment from Seller Company three (3) days cost.

4. Seller issues Unconditional DTA and SGS report.

5. Buyer conducts Dip test on the product and makes the payment for the total value of product injected into the tanks through the means of MT103- TT.



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Скайп:

6. Seller pays all intermediaries involved in the transaction and subsequently monthly shipment continues as per terms and purchase agreement contract between buyer and seller.

TRANSACTION PROCEDURES TANK TO VESSEL (DIP & PAY)

- 1. The Buyer sends ICPO**
- 2. The Seller Issues Commercial invoice (CI) for the Buyer's endorsement.**
- 3. The Buyer signs and returns the CI to the Seller**
- 4. The Seller issues the product ATV, to Buyer**
- 5. The Buyer contacts the Seller Tank Administrator to execute the Quality & Quantity, and to register at the Tank Farm Terminal prior to the inspection (This process involves the acquisition of the Access Code Certificate).**
- 6. seller issue UDTA, PRODUCT PASSPORT, ATSC, INJECTION REPORT, SGS Report (not less than 48 hours)**
- 7. Upon the Successful Dip Test Inspection in the Seller's Tank, the Buyer Submits NOR from his Shipping Company and Seller Injects the product into the Buyer Vessel or Tanks.**
- 8. The Buyer issues 100% payment for the total product by MT103/TT Wire Transfer to the Seller**
- 9. The Seller transfers the product title with the complete POP Documents to the Buyer and pays the commission to Seller and Buyer Sides Intermediaries as per Master Fee Agreement**
- 10. The Seller issues an annual (12 months) delivery contract for review.**

TTO TERMS AND PROCEDURES

- 1. Buyer issues Irrevocable Corporate Purchase Order ICPO with seller procedures.**
- 2. Seller issues original MOU for Buyer's review and endorsement.**
- 3. Upon the receipt of countersign MOU from Buyer, Seller emails to Buyer the listed below PPOP and Shipping documents:**
 - A. Copy of Certificate of Origin**
 - B. Copy of the Company License to Export**
 - C. Copy of Product Passport (Analysis Result)**



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Скайп:

D. Copy of Ullage Report

E. Copy of Cargo Manifest

F. Copy of Bill of Lading

G. Copy of Vessel's Q88

H. Copy of E.T.A (Estimated Time of Arrival) of Vessel

I. Copy of Invoice for Title Transfer. (\$280.000 USD) Two Hundred and Eighty Thousand United State Dollars

4. Buyer verifies the availability of the product currently on the sea and within 24 hours makes payment of (\$520.000

USD) Five Hundred and Twenty Thousand United State Dollars for Title Transfer of the consignment via MT103 T/T Wire

Transfer to Seller's nominated account.

5. Seller upon confirmation of the Title Transfer Payment, Seller Orders for Re-route to buyer's desired port, issues the

ACT of TRANSFER in Buyers Name, Title of Ownership Certificate, and all Export Documentation will be sent to the buyer

alongside the SGS Report at the loading Port.

6. Vessel Captain hands over all the Original POP documents to the Buyer upon arrival at the discharge port.

7. Buyer carries out the CIQ/SGS inspection and upon successful inspection, T/T Wire Transfer the total contract, Seller

within 24 hours release payments to all intermediaries by T/T Wire Transfer

**DIRECTOR
IGOR KALNITSKY**